

[illegible]

Fig. 1

09672040-100300

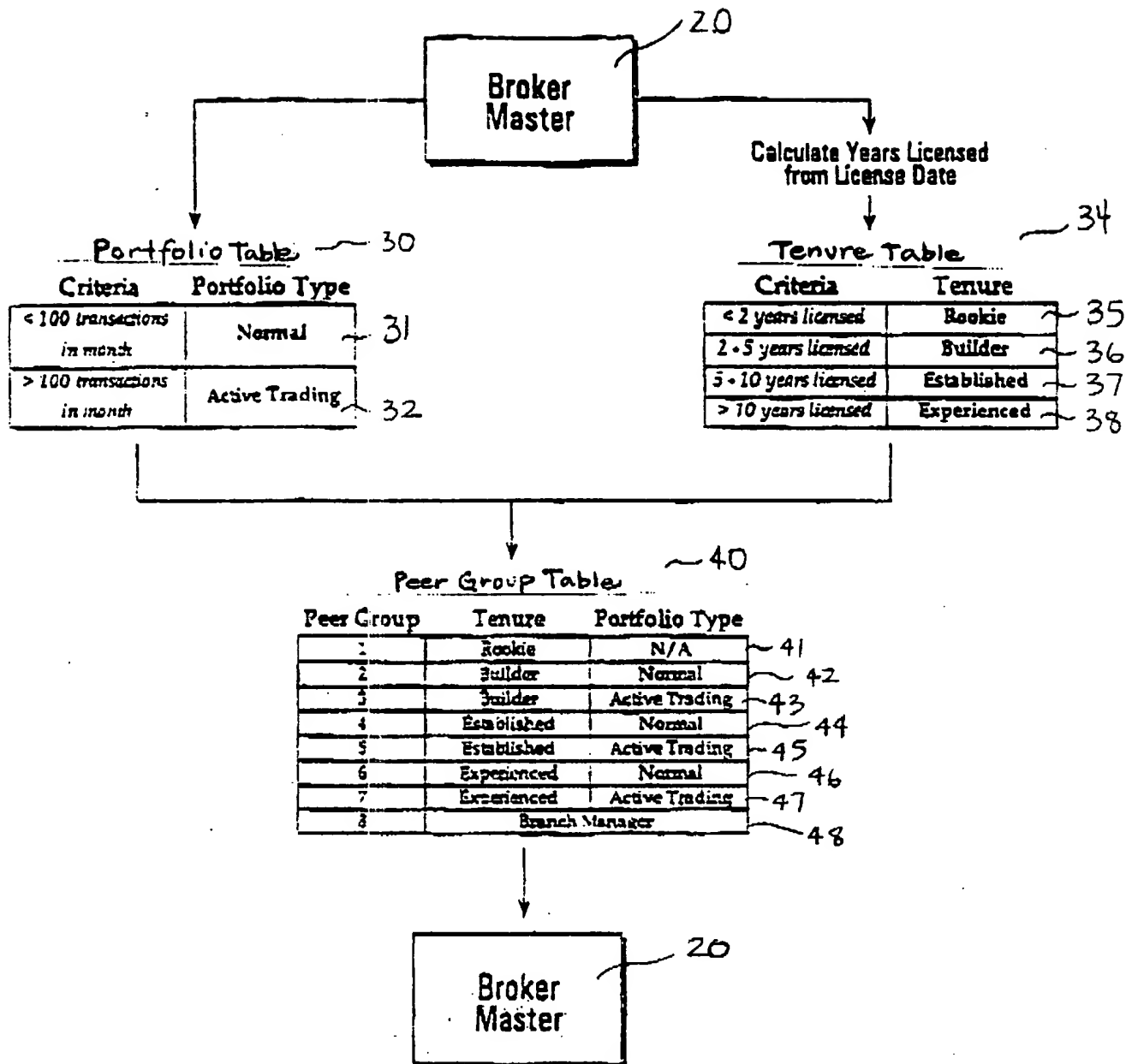


FIG. 2

000001-04032950

Client Information 16



Account Master 24



Group accounts by Social Insurance Number to create 'Clients'



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Client Attractiveness Value (CAV) Table

CAV 5	Assets => \$500,000 in all accounts
CAV 4	Assets => \$250,000 and < \$500,000 in all accounts
CAV 3	Assets => \$100,000 and < \$250,000 in all accounts
CAV 2	Assets => \$50,000 and < \$100,000 in all accounts
CAV 1	Assets < \$50,000 in all accounts

Link by Account #

Transaction Master 26

Calculate for each Client:  
Number of Transactions,  
Average Principal (Price x  
Units), Average Charged  
Comm, Average Scheduled  
Comm, P.P. Ratio, P.R.  
Ratio

Client File 23

FIG. 3

Broker Master 20

Sort Brokers by P.R. Ratio (descending);  
Assign rank: 1 - max

Peer Group Selected; Sort Brokers by P.R.  
Ratio (descending); Assign rank within peer  
group: 1 - max; Repeated for each peer group

FIG. 4

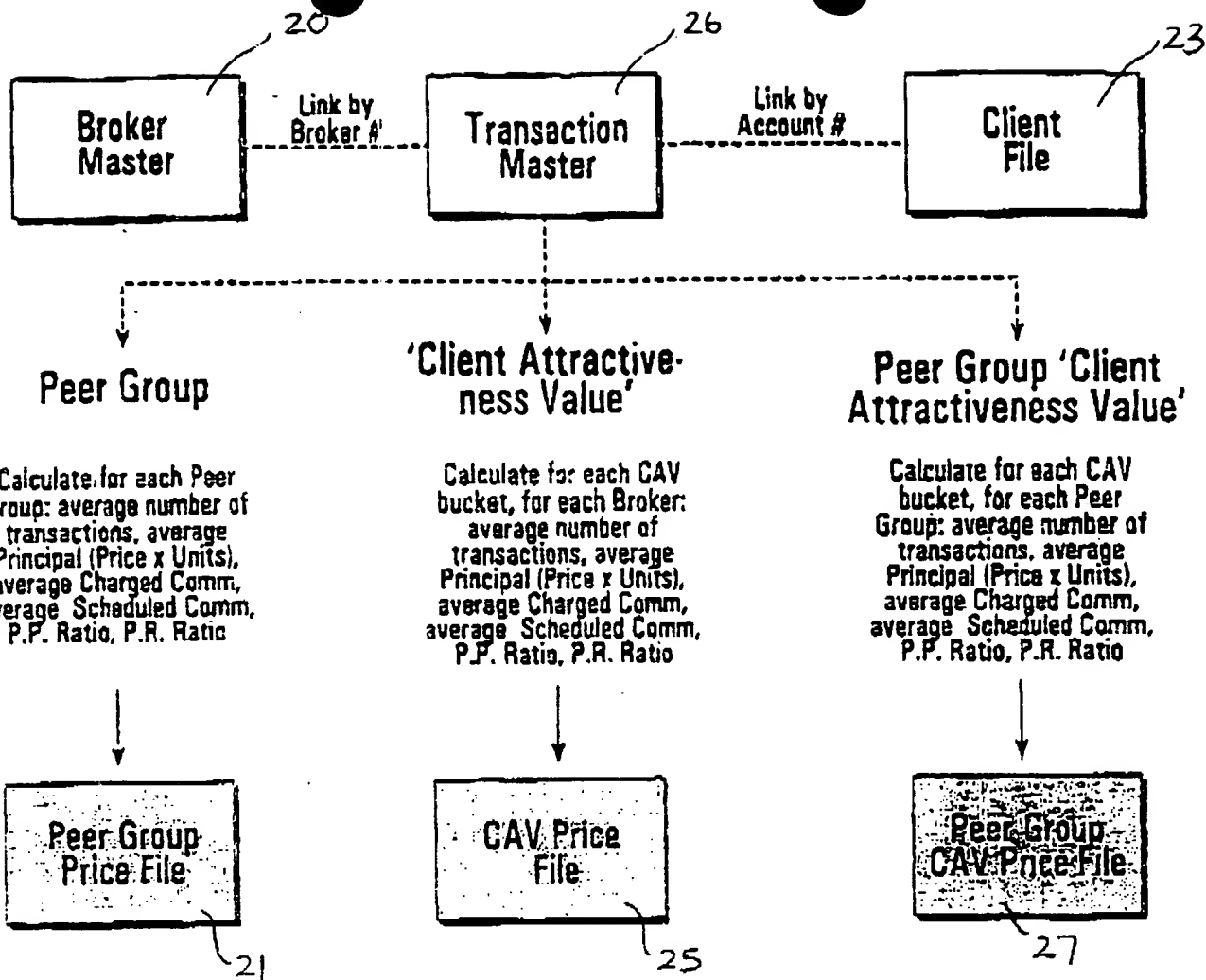


FIG. 5

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